

## When You Set Out to Buy a Pianola Be Sure it is the PIANOLA You Get

Only the Aeolian Co. makes it  
Only one store in a city sells it

THERE are still persons who suppose that any Piano-player may be called a PIANOLA, and there are dealers who do not go out of their way to correct the mistake. A wrong selection is troublesome and expensive to correct, once the purchase is made. The following letter illustrates the point:

### THE AEOLIAN COMPANY.

Gentlemen:

I have lately bought on the installment plan, a Player-piano on the representation by the agent that it was a Weber Piano with a Pianola built in. It is, however, named "piano," and I have noticed since my purchase that you call your instrument the "PIANOLA PIANO."

Now, would you be so good as to let me know whether your house puts out the "piano" or not, as I do not intend to have forced on me a piano different from what I ordered.

Yours truly,

(— — — — —)

In this case the dealer denies having intentionally misled the customer. In other cases it has been necessary for purchasers to bring lawsuits in order to have the money refunded.

In making such an important investment as a Piano-player or a Player-piano, it does not pay to experiment. In buying the PIANOLA, the purchaser has the satisfaction of knowing that he has secured the one instrument that the whole world recognizes as the STANDARD.

To make sure that you secure the genuine PIANOLA, it is safest to deal directly with us, as we are the exclusive representatives of the PIANOLA PIANO.

**SANDERS & STAYMAN CO.,**  
1327 F Street.

### AMUSEMENTS.

### AMUSEMENTS.

### FROM WOMAN'S POINT OF VIEW

Not long ago a woman was refused a divorce because a level-headed judge believed that weariness was insufficient ground for a suit. A more favorable decision would have opened the way for a multitude of dissatisfied persons to slip away from unpleasantness instead of curing it. To become dissatisfied with people and conditions is easy to avoid weariness of spirit is a real struggle, and that is where we are needed. I wonder why it has not occurred to the world to accept matrimony as we accept family conditions, bearing disappointments in a husband as we do in father and brother.

When they pass beyond the bearable point, daughters and sisters quietly slip away and make a better life for themselves, but always without scandal or publicity. The average wife who is discontented with her lot does not seek quiet means of displaying her feelings, but rather makes capital of her misery. The sensible plan would be to accept conditions and seek compensations or go away and find more congenial surroundings. No court is needed to settle such a simple question, and no woman is called upon to bear burdens beyond her strength without the privilege of using whatever aid she can discover.

Extreme sensitiveness is to be avoided. When one has a grievance the first step is toward analysis. Sit down and try to find out if it is real or fancied and act accordingly. If you can place your finger upon the cause, remove it or salve or soothe it—do anything and everything that is practical. If the imagination is playing tricks pin it down to common sense tests by a view from the other side. It is amazing how differently things can look by simply putting yourself in another's place, mentally.

A deal of misery results from the vagaries of imagination. We ought to be practical, for the sex has quite as much of that side of life to deal with as do husbands and brothers. But we are largely ruled by feelings, and that is just where we baffle men in their study of women. For instance, a man seldom sees why a woman with a good husband and a comfortable home should become morbid—he reasons from the standpoint of practicality, while his wife is the victim of a starved imagination. She needs mental food which home and family do not supply—he gets it in the world which claims him six days out of seven, but does not realize it.

It is a part of a child's education to stimulate the imagination—I suspect that it is overdone in many instances. Boys are practical little animals and possibly need that kind of education, but the practical side of feminine nature is the one to cultivate with patient care. What the world terms "nerves" are merely manifestations of a side of femininity which needs encouragement. There are few instances of its being wholly subordinated. There are hard-headed and hard-hearted women, but they have to be sought with the persistence and patience of the wary game hunter.

### Candle Trick.

Burn a candle until it shows a long blackened wick or snuff, then blow it out suddenly. A wreath of smoke will ascend into the air. Now if a lighted match is put to the smoke at a distance of two or three inches from the wick, the fire will run down the smoke and relight the wick. Practice for hallow'een.

### Stenciling.

Patterns for stenciling can now be had at most of the shops where wall papers are sold. Prices begin at 5 cents and vary with both size and novelty of design. The pine tree makes a good decoration for dining-rooms. Quaint Dutch babies are suitable for decorating a child's room. Sailboats and water lilies are for bathrooms.

It is becoming more and more the fashion to serve fruit salads with game. These should be tossed in a French vinaigrette dressing of oil and vinegar, seasoned with salt and freshly ground black pepper.

## OF INTEREST TO WOMEN

### MORNING CHIT-CHAT.

THIS is my work—my blessing, not my doom. Of all who live I am the one by whom This work can be done in my own way.

—Van Dyke.

I went to church last Sunday and we sang an old hymn which had a line in it that ran: "And toil and grief and pain shall cease." With all my heart I am thankful that the time has passed when people write things like that which class toil with grief and pain together.

And when the whole world ceases entirely to think in those terms I believe we will at last be nearing the millennium. I think no one should ever be content with his position in life until he is doing work which he regards as the direct opposite of grief and pain—as their antidotes, their compensation—instead of a similar evil.

I know that very few people can do just the work they love best at first. I know that many of us have to start with work we do not wholly like or even actively dislike, work which we do merely for money, work which makes us regard our daytime hours as time spent in a prison of which the slow-moving hands of the clock are the jailers.

But I do not believe that any one needs to remain in such a position all his life. Any one who looks upon the chance to do the work he loves best and not the chance to earn the most money as the goal of his heart's desire has a pretty good chance of reaching that goal sooner or later.

Of course, it may mean courage and sacrifice. It may mean for one the strength to refuse to take the opening which allures him by its financial possibilities, but which in his heart of hearts he knows will not give him the kind of work he is best fitted for.

It may mean for another the courage to leave an assured position and the blessings of ease and comfort and security in order to go out and hunt for the even greater blessing of his own especial niche in the world's work.

I know a young man who, five years ago, was distinctly successful as a commercial traveler. He was making more money than most of the young men of his age and in all probability was on the high road to a financially satisfactory position in the business.

But he did not like the work. He was not happy doing it. His heart was set on doing literary work and he had the courage to leave his good position and go into the newspaper business.

For many weeks he served an apprenticeship, earning but \$2 a week. He has now been in the newspaper world five years and he is just getting the same salary he gave up. No matter how successful he is he will probably never make as much money as he would have if he had stayed where he was.

But he has no regrets. For he has found the work that belongs to him. He is satisfied. "Get your happiness out of your work or you will never know what happiness is," is Elbert Hubbard's advice on the subject, and I don't think the philosopher of East Aurora ever said a truer word.

Tired people think of heaven as rest. Maybe it is. But for my part I hope it isn't eternal rest. Don't you?

For after you've rested awhile, laid down "for an aeon or two," as a good many of us will doubtless enjoy doing, don't you think on the whole you'll be quite glad when

"The Master of all good workmen Shall set us to work anew?"

I'm sure I will. RUTH CAMERON.

## CARE OF CHINA AND GLASS; METHODS OF DISHWASHING

The ordinary every-day china may be washed first in hot soap suds, then in a clear rinse water, and dried with soft, clean dish towels. It is only the experienced housewife who ever has enough of towels or who realizes that there is no economy in skimping on these wholly necessary articles. Two dozen make a convenient number for daily use. Those that are used should be washed out at some spare moment in the afternoon and hung on the line to dry, writes Ruth Cameron in the Chicago Tribune.

But to return to the china. A housekeeper should watch her maid carefully to see if her methods of dishwashing are approved. And they generally are not. The maid must receive her education in dishwashing, and the housekeeper should be observant on this point. She should provide a hand mop, a half-dozen good dish cloths, which she must demand to be kept spotless—they are too often used to lift up sooty pans—a soap suds maker—that is, a small receptacle to hold the odds and ends of soap which, when shaken in the hot water, will create a whole painful of suds—and two dish pans, one for washing an done for rinsing.

When the maid is educated up to the proper standard of dishwashing and learns to arrange her dishes in well scraped piles, the plates having been scraped with bread to remove the grease, her mistress will find that breakage and tear will be considerably decreased. The maid must learn, however, and she usually does by bitter experience, that to put delicate glassware into scalding hot water means death and destruction to the glassware. The same thing will happen if hot tea is poured into a cold and brittle teacup. This causes sudden expansion, and the piece cracks either under the glaze or quite through it. It is a simple matter either to warm the cups by pouring in a little warm water or by putting them in a warm oven for a moment, or, better still, by pouring the tea over a silver spoon resting on the cup.

The heaviest cut glass cracks under a change of temperature. I once saw an ice cream dish of this costly ware split in half while the mold of ice cream was being helped. Inquiry at the factory disclosed the fact that the sudden fall of temperature, combined with the pressure in cutting the ice cream, had caused the accident. Had the dish been set in the refrigerator a little while before the ice cream had been served it would never have split in half. In washing cut glass, therefore, place it in warm water first before putting it in the hot soap suds.

When cleaning delicate and costly china, strong soap and soap powders should be avoided. They will surely eat into the glazing and decorations. Either ammonia or borax is safer.

In arranging handsome china on the shelves, soft mats should be placed between the plates to avoid scratches and nicks. The cups should be hung by their handles from hooks. This is much safer than piling them up on the shelves. Platters should rest lengthwise in a groove on the back of the glass.

In washing handsome china and china there should always be an exceedingly soft cloth to be used for a polisher after the piece has been dried with the usual dish cloth.

In washing ordinary china it will be found that the hotter the water the easier the pieces are to dry and the shinier they will be.

If a housekeeper can persuade her maid to rinse off all dishes before putting them into the first dishwater she has indeed achieved a triumph, and the maid will learn at once that such systematic dishwashing makes the work a hundred times easier than to dump greasy dishes into a pan of lukewarm soap suds.

The general rule for washing dishes is first the glasses, then the tea cups, then the silver, and then the plates. While waiting for their turn to come the silver should be piled into a large crock or earthenware bowl full of hot water, with a little powder or ammonia. They will be entirely free from grease by the time you are ready to wash them.

The cook who scatters food around the sink and pours greasy water down the pipe should be taught one good lesson by her mistress, but the cook whose sink is as clean and shining as a new tin pan is an abiding joy.

**Snowballs.** Take some good cooking apples, try to select all one size, peel evenly, scoop out the core, and into each hole put a small piece of butter; fill up with sugar. Butter a tin, and bake apples until tender, but do not let them break. Now, when cool, roll gently in a little golden syrup, and then in finely grated coconut, when they look like pretty white balls. The syrup causes the coconut to adhere better. These are delicious and cheap.

**Washington Herald Pattern Coupon.** Name..... Address..... Size desired.....

Fill out the numbered coupon and cut out pattern, and inclose, with 10 cents in stamps or coin, addressed to Pattern Department, The Washington Herald, Washington, D. C.

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**NORFOLK & WASHINGTON STEAMBOAT COMPANY**  
EVERY DAY in the year for Port Monroe, Norfolk, Newport News, and points South, via super, powerful steel plate steamers "Southland," "Newport News," "Norfolk," and "Washington."  
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LV. WASHINGTON 8:30 a.m. wharf, 5 p.m.  
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Phone Main 612, or Hable's Ticket Office, National Hotel.

Cars from 15th St. and N.Y. Ave.  
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### ATLANTIC CITY RESORTS.

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### GLIMPSES OF FASHION.

Bows on shoes are more in evidence than ever before. Some of the new bracelets encircle the wrist and end in a tiny jeweled bowknot. Flat jet ornaments, as well as those of metal, are frequently used as trinkets.

The vogue for gilt is now at its height, and silver trimming is also in demand. Braiding upon coats has lost none of its vogue, and all manner of original effects are gained by its combination with silk cordings, rattail buttons, and made ornaments.

Probably the most popular jabot of the moment is the "one sided," as it is called. It fills the open space above the spot where the average coat is closed, yet is not tussy. A new idea in one-sided effects is a cascade of net edged with narrow Chantilly lace, while a strip of Chantilly insertion is placed under the edge of the cascade and caught to it.

Now that ruchings of ribbon and other fabrics are so much in vogue as trinkets, the following table of approximate quantities required for pleatings may be a guide to amateur sewers.

Single pleating requires from three to four times the required length. Single box pleating takes from five to six times this amount. Triple box pleats six to seven times.

Four fold or rose pleating seven to eight times.  
For a whipped fold of tulle three to four times the required length should be allowed. Shell trimming will take from one and one-half to two times the amount.

**Dainty Pillow for Baby's Go-cart.** White swiss or mull is successful material for the covering of the baby pillow when transparency is an object.

Linen, although of a sheer quality, will often conceal the colored cover beneath.  
One of the best swiss pillow covers has been sewn up each side and left open at each end, where it was scalloped and provided with eyelets two inches from the extreme edges for ribbons, which held the back and front together and the rose-colored silk pillow inside.

The ribbons used are narrow and white, and to each corner of the pillow is attached a rosette-like bow of wider Otto-man ribbon.

**Largest Morning Circulation.**

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Henry W. Savage's Operatic Sensation.

### The Merry Widow

New York Cast, English Grand Opera Orchestra.

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FEB. 3, DALLAS. Seats, 50c, 75c, \$1.00.

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Charles Frohman Presents

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"More powerful than 'The Wishing Hour.'"

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Daily Matinee, 25 cents. Evenings, 25c, 50c, and 75c.

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